

Message Text

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ORIGIN OPIC-06

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COMMERCE/GHANA; OPIC/F:BHENDERSON; OPIC/F:DKELLY; OPIC/I:CMIDDLETON

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FM SECSTATE WASHDC

TO AMEMBASSY ACCRA

UNCLAS STATE 025539

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: GHANA FERTILIZER PROJECT

REFS: (A) STATE 300914; (B) ACCRA 0095

1. THE PRESIDENT OF MFC SERVICES MET WITH OPIC OFFICERS JANUARY 14 AND REITERATED HIS COMPANY'S INTEREST IN PURSUING PARTICIPATION IN THE SUBJECT PROJECT. THEY ARE PREPARED TO RESPOND FAVORABLY TO A GHANAIAIN INVITATION TO VISIT THE COUNTRY, AND SLIPPAGE TO FEBRUARY OR MARCH IS ACCEPTABLE.

2. IN OPIC'S OPINION ITINERARY AND AGENDA FOR COMPANY OFFICERS' VISIT, IF THERE IS ONE, SHOULD BE REASONABLY WORKED OUT IN ADVANCE. IT WOULD BE HELPFUL, THEN, IF EMBASSY/AID WOULD PROVIDE OPIC WITH ITINERARY AND AGENDA PROPOSALS SO THAT THEY MAY BE DISCUSSED WITH COMPANY AND RESPONDED TO. THERE MAY BE ITEMS WHICH COMPANY IS UNPREPARED TO DISCUSS DEFINITELY AT THIS TIME, AND THERE MAY BE ITEMS WHICH THEY WOULD LIKE TO ADD IN ORDER TO MAKE THEIR

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FIRST, EXPLORATORY VISIT MORE FRUITFUL.

3. FOR OPIC GUIDANCE AND/OR DELIVERY TO COMPANY EMBASSY-AID
MISSION INDICATION OF THE PRINCIPAL AREAS OPEN TO NEGOTIA-
TION AND THOSE WHERE NEGOTIATION POSSIBILITIES ARE LIMITED

WOULD BE WELCOME, AS WELL. IT SEEMS DESIRABLE, PRIOR TO
ANY MEETING OF THE PARTIES, TO REDUCE THE NUMBER OF
SURPRISES. INGERSOLL

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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